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Ingram Micro Launches Three Financing Programs for Channel Partners

New Programs Built on Channel Partner Feedback Are Designed to Simplify and Shorten Sales Cycles

IRVINE, CA -- (Marketwired) -- 09/23/15 -- Helping channel partners expand their business resources, Ingram Micro Inc. (NYSE: IM) today announced three new turnkey financial services programs designed specifically for channel partners in the U.S.

Open to qualified Ingram Micro channel partners, the new financing programs remove many of the barriers businesses and IT service providers face when purchasing and leasing technology, said Kelly Carter, senior director, credit development, Ingram Micro.

"As more and more businesses seek to*Realize the Promise of Technology,* the cash flow of a growing channel partner is often strained," notes Carter. "We're constantly asking our partners what more we can do and in response we've designed three new financing programs that will make it easier to market and sell technology to businesses of all sizes."

Available now, the new Ingram Micro financial services programs include:

- *Ingram Micro Lending Club*: Two great products make it easy for Ingram Micro channel partners focused on the needs of small and medium businesses (SMBs) to obtain the capital they need to grow their businesses. Available exclusively from Ingram Micro and Lending Club, the new program offers channel partners access to an unsecured line of credit with flexible payment terms and term business loans up to $300,000.
- *Ingram Micro NOWaccount*: An innovative capital access program that helps channel partners generate more sales, increase inventory, be more competitive, go after bigger clients and offer customers extended payment terms.
- *Ingram Micro Lease- IT!*: A completely refreshed Ingram Micro-branded leasing program that makes it easy for channel partners to offer flexible terms and conditions to their customers.

"Leveraging any or all of these programs will help channel partners shorten the sales cycle by giving their customers the flexibility they need to invest in the right solutions and services to achieve their goals," said Carter.

"Lending Club is excited to work with Ingram Micro to make affordable credit available to their tens of thousands of SMB-focused channel partners," said Renaud Laplanche, Founder & CEO of Lending Club. "The purchase finance line of credit available through Lending Club will help Ingram Micro accelerate its core business, and the term loan product will empower Ingram Micro channel partners to invest in their own growth and deliver greater value to their customers."

Ingram Micro channel partners are already seeing results through use of the new offerings. "As a small business, managing our cash flow is a top priority and a continuous challenge," explained Dave Gunn, The Dave Gunn Group - LLC, an Ingram Micro channel partner. "One of our customers recently made a large purchase that would have significantly reduced our cash flow. We reached out to the Ingram Micro credit team and they put us in touch with Lending Club. The process was quick and painless. Within a week, we secured a line of credit that funded a major portion of the order. This allowed us to process our customer's order and kept our cash flow moving forward. We appreciate the credit teams at Ingram Micro and Lending Club."

"With the Ingram Micro Lease-IT! Program, we can now take our value add to the next level," said Howard Mansbach of GEM Technologies Inc. and a member of the Ingram Micro SMB Alliance. "Not only are we able to develop the technical solution for our clients, but now we can also quickly provide leasing estimates to enable the customer to actually make the purchase."

Additional financial services available to channel partners from Ingram Micro include terms credit along with programs for lockbox, accounts receivable and purchase order assignment, vendor subsidized flooring and vendor leasing.

"Ingram Micro is an indispensable business partner that provides the technology, resources and financing options channel partners need to develop healthier, more valuable and profitable businesses," concluded Carter. "We're thrilled to team with the industry's best lenders and financing companies to bring to market relevant programs that will help our channel partners and the customers they serve build better businesses using technology."

For more information about Ingram Micro Financial Services, channel partners can click here; email financialservices@IngramMicro.com; or contact their dedicated Financial Services Representative.

About Ingram Micro Inc.
Ingram Micro helps businesses *Realize the Promise of Technology*™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. More at www.ingrammicro.com.

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